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Message Text

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44
ACTION EUR-25

INFO OCT-01 ISO-00 EB-11 COME-00 CIAE-00 INR-11 NSAE-00

RSC-01 PA-04 PRS-01 USIA-15 CPR-02 SS-20 NSC-07 OMB-01

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P 271526Z SEP 74
FM AMEMBASSY WARSAW
TO SECSTATE PRIORITY 1449

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E.O. 11652: N/A
TAGS: BEXP, OVIP, PL
SUBJECT: GIEREK'S VISIT TO HOUSTON

1. A REPRESENTATIVE OF OXY METAL FINISHING (INTRA) S.A., A GENEVA-BASED SUBSIDIARY OF OCCIDENTAL PETROLEUM, CALLED EMBOFF SEPTEMBER 27 TO ASK EMBASSY'S SUPPORT FOR THE JOINT BID BY M.W. KELLOGG CO., DIVISION OF PULLMAN, INC., AND HOOKER CHEMICAL CORP., SUBSIDIARY OF OCCIDENTAL PETROLEUM, ON A $200-MILLION AMMONIA-AND-FERTILIZER COMPLEX TO BE BUILT IN POLAND NEAR SZCZECIN. ACCORDING TO THE OXY REP-RESENTATIVE, KELLOGG IS BIDDING ON PLANT CONSTRUCTION AS A TURNKEY PROJECT, AND HOOKER WILL CONTRACT TO BUY BACK THE PLANT'S PRODUCT IN AN AMOUNT EQUAL TO THE HARD-CURRENCY COSTS OF THE PROJECT. THE OXY REP ADDED THAT THE KELLOGG-HOOKER BID FACES STIFF COMPETITION FROM THE FRENCH FIRM ENSA WHICH, UNLIKE KELLOGG, IS PREPARED TO OFFER A FIXED-PRICE CONTRACT WITH BACKING FROM THE FRENCH GOVERNMENT.

2. THE OXY REPRESENTATIVE ASKED THE EMBASSY OFFICER WHETHER THE QUESTION OF THIS PROJECT COULD BE RAISED DURING THE GIEREK VISIT. THE EMBASSY OFFICER SUGGESTED THAT OCCIDENTIAL CONTACT THE POLISH EMBASSY IN WASHINGTON TO EXTEND AN INVITATION TO THE POLISH DELEGATION TO VISIT THE CORPORATE HEADQUARTERS OF HOOKER AND KELLOGG, BOTH OF WHICH
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ARE BASED IN HOUSTON. THE EMBASSY OFFICER EXPLAINED THAT

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ARRANGEMENTS FOR GIEREK'S TRIP ARE BEING MADE IN WASHINGTON, NOT IN WARSAW. THE OXY REPRESENTATIVE RECEIVED THIS SUGGESTION FAVORABLY AND SAID HE WILL URGE ARMAND HAMMER, CHAIRMAN OF OCCIDENTAL, TO CONTACT AMBASSADOR TRAMPCZYNSKI.

3. THE EMBASSY BELIEVES THAT TALKS WITH HOOKER AND KELLOGG, BOTH OF WHICH HAVE OPPORTUNITIES FOR A WIDE RANGE OF BUSINESS IN POLAND, WOULD PROVE USEFUL IF TIME PERMITS. DAVIES

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